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Message Text

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PAGE 01 MILAN 00073 140744Z

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ACTION EUR-12

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UNCLAS MILAN 0073

ROME FOR MR. MILLER AND MR. AMERSON

REF 75 MILAN 1732, 75 MILAN 2041, MILAN 0057

1. THE GENERAL PREMISES FOR PROCEEDIG WITH THE CONSTRUCTION OF A NEW CONSULATE BUILDING IN MILAN NOW APPEAR TO EXIST.

HOWEVER, BEFORE BEING ABLE TO COME TO SPECIFIC TERMS WITH THE SEVERAL PARTIES INVOLVED, THE EXISTING DRAFT PLANS MUST BE RE-DRAWN FOR THE NEW SITE. DALTAS BROWN, THE AMERICAN ARCHITECTURAL FIRM IN ROME, IS WILLING TO DO THE MINIMUM UPDATE WORK FOR$3,000. THIS IS WELL UNDER THE ACTUAL COST WHICH, FOR THE PRESENT DRAFT, COST ABOUT $20,000 PAID BY THE ORIGINAL ENTREPRENEUR WITH WHOM WE WERE NEGOTIATING. THIS MESSAGE ASKS AUTHORIZATION TO PAY DALTAS BROWN $3,000 FOR THE DRAWINGS REQUIRED TO NEGOTIATE A FIRM RENT-PURCHASE PACKAGE.

2. FOLLOWING THE NEW MILAN CITY COUNCIL'S DECISION TO USE THE PROPERTY ORIGINALLY INTENDED FOR A NEW CONSULATE BUILDING FOR PUBLIC HOUSING IT OFFERED ANOTHER EVEN MORE DESIRABLE SITE AS DESCRIBED IN MILAN 2041. CITY WISHES EARLY RESPONSE SICE IT IS PREPARING NEW ZONING PLAN AND WANTS TO KNOW HOW TO TREAT THIS PARCEL. NO CHANGE IN ZONING WILL BE REQUIRED SINCE AREA NOW FULLY CLEARED FOR CONSTRUCTION OF BUILDING SUITABLE FOR CONSULATE INCLUDING RESIDENCES.

3. WHILE WE HAVE OFFICERED BUILDER BORLENGHI FIRST CRACK AT PICKING UP THIS OPPORTUNITY SO AS TO GIVE HIM OPPORTUNITY
UNCLASSIFIED

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PAGE 02 MILAN 00073 140744Z

RECOUP HIS PREVIOUS OUTLAYS OF ABOUT $20,000, HE IS NOT

Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006

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SHOWING MUCH ENTHUSIASM.

4. CONSEQUENTLY, WE HAVE APPROACHED MAJOR INSURANCE COMPANY (RAS) HEADED BY LONG TIME FRIED OF US WITH PROPOSAL TO PURCHASE SITE FROM CITY, BUILD TO OUR SPECIFICATIONS AND RENT ON LONG TERM WITH OPTION FOR US TO PURCHASE ON PREDETERMINED TERMS. WHILE RAS DOES NOT NORMALLY UNDERTAKE REAL ESTATE OPERATIONS FOR RESALE IT HAS AGREED IN PRINCIPLE TO DO SO AS MARK OF GOOD WILL TO US.

5. NOW PROBLEM IS TO NEGOTIATE A) TERMS OF SITE PURCHASE FROM CITE; B) RENT AND PURCHASE TERMS WITH RAS.

6. PURCHASE PRICE OF SITE DEPENDS UPON CUBAGE OF STRUCTURE WHILE DETAILED NEGOTIATION ON COST OF BUILDING AND DERIVATIVE RENT AND PURCHASE TERMS REQUIRE FAIRLY REFINED DRAWINGS AND SPECIFICATIONS.

7. SINCE NEW SITE IS DIFFERENT IN CONTOUR AND SURROUNDINGS PLANS MUST BE RE-DONE AND SINCE PREVIOUS ZONING LIMITATIONS ON CUBAGE NO LONGER APPLY, BETTER DESIGN SOLUTIONS NOW POSSIBLE.

8. WHILE ALL PARTIES ARE PREPARED TO BEGIN DETAILED NEGOTIATION, KEY IS REDRAWN PLANS. DALTAS BROWN ARCHITECT EINAUDI THINKS REAL COST WILL BE ABUT $10,000 BUT HE IS WILLING TO DO THE JOB FOR $3,000 TO EXTENT NEEDED FOR THIS PHASE OF NEGOTIATIONS. SHOULD THE PACKAGE FINALLY BE AGREED WITH THE DEPARTMENT, THE COST OF THE FINAL DRAWINGS AND SPECIFICATIONS WOULD BE COVERED BY THE REAS FINANCING.

9. SINCE OUR RECEN EXPERIENCE WITH SPACE COSTS HAS NOT DIMINISHED OUR CONVICTION THAT A RENTAL/PURCHASE ACQUISITION OF A SINGLE MILAN CONSULATE IS STILL HIGHLY DESIREABLE AND SINCE THE SITE OFFERED BY THE CITY IS AN EXCEEDINGLY RARE OPPORTUNITY, WE BELIEVE THAT WE SHOULD ATTEMPT TO CONCLUDE PACKAGE.

10. THAT STEP NOW HINGES UPON AUTHORITY TO PAY FOR RE-DRAFT OF PLANS.
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PAGE 03 MILAN 00073 140744Z

11. ACTION REQUEST. WOULD APPRECIATE AUTHORITY PAY UP TO $3,000 FOR RE-DRAFTING OF PRELIMINARY PLANS FOR MILAN CONSULATE BUILDING.FINA

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EO Systematic Review
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